

Environmental Technologies Events - Spring '03

WORLDWIDE COMMERCIAL SERVICE CONFERENCE

Adapting to a New Global Trade Environment" May 12-13 in Reston, Virginia. This event will bring together the American business community and Commerce Department officers from U.S. embassies around the world for two days of briefings, seminars and meetings on international business opportunities and prospects.

The Business Council for International Understanding and the U.S. Commercial Service are co-hosting this event. The cost of the conference is \$150 for small business (fewer than 50 employees) before April 15 and \$225 thereafter. For BCIU or partner organization members, the cost is \$200 before April 15 and \$275 thereafter. For non-members the cost is \$300 before April 15 and \$375 thereafter.

To register or access more information, including travel information, Washington hotels, list of participating Senior Commercial Officers and up-to-date agenda information, please visit www.usatrade.gov, call 202-775-3483, or email m-kalnicksi@bcui.org.

H2O CONFERENCE - CANADA



Featuring U.S. suppliers of water monitoring, analysis, measuring equipment & software for the Ontario market.

Proposed and recent legislation in Ontario has led to new opportunities for U.S. suppliers of specialized equipment suitable for

potable water applications. To capitalize on these opportunities, the U.S. Commercial Service, Toronto, Canada, is organizing a trade mission where the following services will be offered for only US\$895:

- Two days of meetings with pre-qualified, potential Canadian representatives
- Market briefing on the latest industry news and Ontario's new legislation
- Export counseling from U.S. Commercial Service trade specialists
- Networking opportunities with Canadian business and government contacts
- Assistance with preparations for your visit and entry into Canada
- Follow-up support after the trade mission

Best prospects include water products/software for . . .

- ♦ Pathogen Analysis ♦
Remote & Local Monitoring
♦ Sampling ♦
- ♦ Metering: Domestic & ICI
♦ Flow Control ♦ PLC &
SCADA ♦
- ♦ Laboratory Applications
for Testing ♦ Automated
Treatment & Control ♦

Appointments and program will take place in Toronto on May 22-23, 2003. **Deadline for registering: April 18th!** (Accommodations and

transportation are the responsibility of the participant.)

For more information and/or registration form, please contact Sara Coulter at 248-452-2182, or Sara.Coulter@mail.doc.gov



WASTE EXPO 2003

WasteExpo is the largest tradeshow in North America serving the \$43 billion solid waste and recycling market. **WasteExpo is THE definitive Conference and Exhibition for ALL waste and recycling professionals.** No other industry event comes close to the size and scope of WasteExpo.

This year's Exposition & Conference is being held in New Orleans at the [Ernest N. Morial Convention Center](#). You may want to take some time off to see the city, located in the heart of America's most alluring city--along the mighty Mississippi River within walking distance of the French Quarter, Jackson Square, and the Aquarium of the Americas.

U.S. companies that exhibit at WasteExpo will be able to display their products and/or services to foreign buyers without having to travel abroad. The Commercial Service will establish an International Business Center at WasteExpo, where foreign buyers are welcomed and representatives of U.S. companies are given export counseling.

For more information and/or to sign up for meetings with foreign

delegates, contact Sara Coulter at Sara.Coulter@mail.doc.gov

ENVIRO-PRO TECOMEX 2003 – MEXICO CITY

ENVIRO-PRO, now in its 11th year, is the most important event in Mexico for environmental products and services. At **ENVIRO-PRO**, U.S. companies will have access to an estimated 5,000 visitors from Mexico and other Latin American countries.

Best Prospects for U.S. Exports to Mexico Include:

- Hazardous and Toxic waste transportation equipment
- Bio
- remediation technologies
- Medical waste transportation equipment
- Environmental engineering services
- Solid waste recycling equipment
- Desalination Plants
- Water pumps
- Water filtration equipment
- Water Supply and Distribution Systems
- Design and engineering services

For the first time, the U.S. Commercial Service will offer U.S. companies the opportunity to exhibit in a specially designed, highly visible, and centrally located USA Pavilion. In addition to having booth space in the USA Pavilion, participants will be offered the Gold Key Service (eight one-on-one pre-qualified appointments during two days for separate charge),

enjoy access to private meeting space, receive valuable market research at no cost, receive an Embassy discount at several hotels, and receive on-site support. There will also be a breakfast briefing for U.S. exhibitors and a U.S. Embassy reception targeting Mexican buyers. The cost for a standard booth in our Pavilion (approximately 3x2 meters, including office/meeting space) is USD 3,570.00- only \$150 more than a general booth that has none of these extras.

For more information, please contact: Francisco Ceron, Senior Trade Specialist, U.S. Commercial Service, U.S. Embassy in Mexico City, Tel: (011-5255) 5140-2640, E-Mail: francisco.ceron@mail.doc.gov

EXPO AGUA 2003 – MONTERREY, MEXICO

Expo Agua 2003 and XI International Congress will be held in Monterrey, Mexico for the eleventh consecutive year and takes place May 6 to 8, 2003. The Sociedad Mexicana de Aguas, A.C. (SMAAC) is associated with the Water Environmental Federation of the United States for the coordination of this event. Principal sponsors are: The Water Environmental Association of Texas, Asociacion Mexicana de Aguas and the American Water Works Association.

Expo Agua 2003 is important to professionals related to the Water Industry because it keeps them updated in technologies, regulations and trends of the water in segments such as: industrial applications, bottling, equipment manufacturers and construction companies. Other organizations that can benefit greatly from this congress are

federal, state and municipal water management organizations, companies with water rights, ecological evaluation laboratories and educational institutions.

For more information please contact:

Ernesto de Keratry
Trade Specialist
U.S. Commercial Service
Monterrey
Phone: +52 (81) 8343-4450 and 8345-2120 ext. 49 Email: ernesto.de.keratry@mail.doc.gov

CHINA INTERNATIONAL ENVIRO-PROTECTION EXHIBITION AND CONFERENCE

International Fund for China's Environment (IFCE) in cooperation with the U.S. Embassy Foreign Commercial Service in China, Chinese Association of Environmental Protection Industries, Environmental Export Council, US Department of Energy and the U.S. Environmental Protection Agency has planned a business delegation package for U.S. environmental businesses to pursue partnerships with counterparts and project leaders in China. The U.S. companies will participate the 8th Chinese International Environmental Industrial Exhibition and Conference in June 5-8 and to visit a number of Chinese cities after the exhibition to further explore business and project opportunities.

The International Fund for China's Environment (IFCE) addresses solutions to environmental problems throughout the China by matching the business expertise of U.S. firms with project developers

in China for lasting IFCE has organized trade missions to China since 1999. Each mission is designed to match U.S. environmental technology or services firms with the needs of governments and private sector investors to create long term business relationships. In addition to meeting government managers of infrastructure projects, participating U.S. companies will meet Chinese environmental executives to discuss in-country sales distribution, joint ventures and in-country manufacturing opportunities.

If you are interested in joining the delegation, please complete an application (or download from www.ifce.org) and send to IFCE at 2421 Pennsylvania Ave. NW, Washington, DC, 20037. Tel: 703-222-1280, or 202-822-2141, Fax: 202-457-0908. If you have any questions please contact Mr. John McGill, International Program Manager of the Environmental Export Council, at 202-312-2949, email: mcgillj@etc.com, or Dr. Ping He, president of IFCE at (703)-222-1280, email: phe@ifce.org.

GATEWAY TO THE MULTI-BILLION ASIAN MARKET FOR WATER INDUSTRIES

The U.S. Department of Commerce (DOC) has granted Trade Fair Certification to RAI Exhibitions, to organize the official U.S. Pavilion at the **Aquatech Asia 2003** trade show. The exhibition will be held from **October 2-4, 2003** at the Bangkok International Trade and Exhibition Center (BITEC) Hall No. 101, Bangkok, Thailand.

Aquatech Asia is a leading show in Asia on water technology, products and services. Part of the Aquatech Business Media covering Europe,

Asia and Latin America - the Aquatech Asia network provides the perfect gateway to the water works and industrial water and wastewater markets of Thailand, Malaysia, Indonesia, the Philippines and Singapore as well as developing markets such as Cambodia, Laos, Myanmar and Vietnam.

Thailand, with a population of 60 million, and the highest GDP in the region, forms a perfect meeting point for the regional water industry. Thailand offers mature domestic industrial and utility markets that are already an attraction on their own. The country is a true gateway to the Indochina region which is an added advantage to new-to-market companies in this region. Bangkok offers state-of-the-art exhibition facilities and a wide variety of deluxe hotels, restaurants and many weekend escapes within several hours of the city.

Aquatech Asia 2003 has the support of the DOC's staff in both the United States and Thailand. By supporting this event, the DOC recognizes the capability and exhibition experience of the organizer of the U.S. Pavilion, Exhibitions Thailand, and the potential of this market for U.S. industry exports. Companies participating in the U.S. Pavilion are provided with an excellent venue to establish or expand overseas distribution, generate sales leads, identify licensing and joint venture partners, find new customers, meet with existing clients, introduce new products, assess the needs of the market, and evaluate competitors.

THE U.S. DEPARTMENT OF COMMERCE'S TRADE FAIR CERTIFICATION (TFC) PROGRAM IS A COOPERATIVE ARRANGEMENT BETWEEN PRIVATE SECTOR SHOW ORGANIZERS AND THE U.S. GOVERNMENT. THE TFC PROGRAM SEEKS TO BROADEN THE BASE OF U.S. EXPORTERS, PARTICULARLY NEW-TO-EXPORT AND NEW-TO-MARKET COMPANIES, BY INTRODUCING THEM TO KEY TRADE FAIRS WHERE THEY CAN MEET THEIR EXPORT OBJECTIVES. FOR ADDITIONAL INFORMATION ABOUT EXHIBITING OR ATTENDING AQUATECH ASIA 2003, CONTACT MR. JAN VANDER MOLEN AT (704) 243-2475 OR THROUGH THE OFFICIAL WEBSITE AT [HTTP://SHOW-INFO.NL/AQUATECHASIA2003/E](http://SHOW-INFO.NL/AQUATECHASIA2003/E)

For questions, comments, or more information contact: Sara Coulter, International Trade Specialist, U.S. Commercial Service, Detroit, Michigan, at 313.226.4496 or Sara.Coulter@mail.doc.gov